

Dear FTC:

I am a new Quixtar Independent Business Owner (IBO) and have recently relocated to New Jersey. I was first attracted to the Quixtar business opportunity to supplement my income as an administrative assistant at a New Jersey public school. I was excited about the opportunity to earn extra income and I am now determined to focus on growing my business with the hope of one day retiring from my current career. I am confident that through hard work, dedication and determination and with the help and support of my upline IBOs, I can attain that goal. However, the proposed business opportunity rule in its current form could potentially devastate my business and stunt its growth.

Here are my concerns:

Requiring ten local references will certainly hinder sponsoring especially for new IBOs such as me. I have two downline IBOs whom I've personally sponsored; one is located in Boston and the other in New York City. I didn't know ten local IBOs to use as references in these two cities. If this was the current rule, I wouldn't have these two IBOs in my personal group. Why should new IBOs be punished for being new to an area? How can new IBOs build their businesses? I can order product for personal use and get customers to do the same, but I need to be able to sponsor other IBOs that have the same goals I do and in order to achieve that goal I need to sponsor others that will retail product and sponsor those who want to do the same. My success depends on the success of the individuals whom I sponsor as well as my own efforts.

Requiring a seven-day waiting period will also be detrimental to the growth of my business. It will again deter sponsoring of not only my business but the business of the IBOs that I sponsor. This requirement would do nothing but control my time and violate my rights as an independent business owner. I don't need any unnecessary delays or set backs. It is hard enough being an IBO without burdensome rules that have no benefits. If I had to wait 7 days before I could become an IBO it would have greatly affected my enthusiasm and motivation in a negative way. After I was shown the Quixtar Sales and Marketing Plan, I wanted to start ordering product and building my business right away. I was given enough time to decide and didn't feel pressured in any way. My sponsor answered all my questions that I had and gave me the Quixtar Sales and Marketing Plan document which discloses the average earnings of an active IBO and I do the same for interested prospects that I show the plan to.

I show the Plan about 3 to 4 times per week. I initially meet with the prospect for 10 to 15 minutes and then invite them to a second more detailed meeting in which they are free to decline if they choose. Because of the low risk investment (under \$50) some choose to sign up right away and others wait a few days or even weeks before deciding to sign up. If a prospect signs up and later changes his or her mind, Quixtar will promptly process a refund. For example, I signed up my cousin, a professional baseball player, and later he had to resign due to having to relocate for training. My cousin promptly received any and all refunds requested. To this day, he still orders and uses Quixtar's products but as a customer.

As for disclosing litigation, prospects can do their own research and should have that responsibly instead of having that placed with the IBO. I would assume that a large percentage of law suits do not have merit. Exposing this information to prospects whether true or not will have a negative effect on an IBO's reputation and business. I see it as adding to the problem by increasing the number of slander lawsuits filed in this country. I don't see how this helps or protects the prospect. I feel that it burdens not only the IBO, but the prospect with reams of litigation papers to store and to read.

In summary, I fully support the effort of having the same rules and guidelines for all MLMs. In fact, if all MLMs followed in Quxitar's footsteps, we would not have a need for these regulations. I can only hope that you will take my concerns into consideration and realize that these rules will affect my life and my future and the lives and futures of thousands of other IBOs just like me.

Sincerely,

Nastaran Shams